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# EYLEA4U<sup>®</sup> CDF Donations

EYLEA<sup>®</sup>  
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# 2013 Revised Projections

- CDF has paid out \$32.6MM through 6/3/13
- EYLEA continues to gain share of AMD fund
  - 2013 renewals ~ 41% of Fund
- Fund continues to grow
  - 2012 Existing patient's had a 68% renewal rate
  - New 2013 enrollment volume has increased year over year

Projected New Patients by Quarter 2013					Rollover Patients Estimated Renewals	
	1st	2nd	3rd	4th		
<b>Age Related Macular Degeneration Patients</b>	2,344	2,352	2,646	2,363	<b>Age Related Macular Degeneration Patients</b>	11,357
AMD 1 -Projected Funding Per Patient	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	AMD 1 -Projected Funding Per Patient	\$ 2,000
AMD 2 -Projected Funding Per Patient	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250	AMD 2 -Projected Funding Per Patient	\$ 2,250
Projected Funding Needed By Quarter	\$ 4,804,380	\$ 4,821,600	\$ 5,424,300	\$ 4,843,125	Projected Funding Needed	\$ 23,281,850
Cancellation	\$ 960,876	\$ 964,320	\$ 1,084,860	\$ 968,625	Cancellation	\$ 4,656,370
Total By Quarter	\$ 3,843,504	\$ 3,857,280	\$ 4,339,440	\$ 3,874,500	Projected Renewal Funding	\$ 23,281,850
Projected CY Funding	\$ 19,893,405				Projected CY Funding Minus Cancellations	\$ 18,625,480
Projected CY Funding Minus Cancellations	\$ 15,914,724					

Total New Patient Funding Needed \$ 15,914,724  
 Total Re-Enrollment Funding Needed \$ 18,625,480  
 Total Projected Funding Needed \$ 34,540,204

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# 2013 Potential EYLEA Sales

## ■ Potential Sales from 2013 Donations - \$198.5MM

- Assumes 5.4 injections for existing patients
- Assumes 7.5 injections for new patients

## ■ Potential ROI - 465%

Sales for Rollover Patients	
<u>Age Related Macular Degeneration Patients</u>	11357
Injections per patient	5.4
Projected Sales	\$113,456,430
Projected Cancellation	\$22,691,286
Net Sales	<b>\$90,765,144</b>

Sales for New Patients	
<u>Age Related Macular Degeneration Patients</u>	9,704
Injections per patient	7.5
Projected Sales	\$134,644,388
Projected Cancellation	\$26,928,878
Net Sales	<b>\$107,715,510</b>

# 2014 Projections

- CDF estimates EYLEA will obtain a 50% share of the AMD fund by January 2014
- Total Projected patients in fund as of December 31, 2013 is 50,385
  - Estimated 70% renewal rate
- Projected 5% year over year growth rate for new patients

Projected New Patients by Quarter 2013					
	1st	2nd	3rd	4th	Total
<u>Regeneron Patients</u>	2,344	2,352	2,646	2,363	9,704
<u>Total Patients</u>	5,859	5,880	5,880	5,250	22,869
<u>2013 Rollover Patients</u>	27,516				

### Age Related Macular Degeneration Patients

Projected New Patients by Quarter 2014				
	1st	2nd	3rd	4th
AMD 1 -Projected Funding Per Patient	3,222	3,234	3,234	2,888
AMD 2 -Projected Funding Per Patient	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000
Projected Funding Needed By Quarter	\$ 6,606,023	\$ 6,629,700	\$ 6,629,700	\$ 5,919,375
Cancellation	\$ 1,321,205	\$ 1,325,940	\$ 1,325,940	\$ 1,183,875
Total By Quarter	\$ 5,284,818	\$ 5,303,760	\$ 5,303,760	\$ 4,735,500
Projected CY Funding	\$ 25,784,798			
Projected CY Funding Minus Cancellations	\$ 20,627,838			

### 2014 Rollover Patient Estimate\*

Age Related Macular Degeneration Patients	17,635
AMD 1 -Projected Funding Per Patient	\$2,000
AMD 2 -Projected Funding Per Patient	\$2,250
Projected Funding Needed	\$36,151,238
Cancellation	\$7,230,248
Projected Renewal Funding	\$36,151,238
Projected CY Funding Minus Cancellations	\$28,920,990

\* Patient # is 50% share of estimate final 2014 patient count assuming historical 70% renewal rate

### 2014 Estimate of Need

Total New Patient Funding Needed	\$ 20,627,838
Total Re-Enrollment Funding Needed	\$ 28,920,990
Total Projected Funding Needed	\$ 49,548,828

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